



The Critical Link

Welcome to The CECOM/C4ISR Pilot Mentor Protégé Program (MPP) Kickoff Meeting

Ms. Andrea Armstrong – Assistant Director CECOM OSBP

Mr. Richard Harris – MPP Program Administrator – Support Contractor

11 April 2016





CECOM/C4ISR PILOT MENTOR-PROTÉGÉ PROGRAM KICKOFF MEETING

CECOM OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) MPP KICKOFF

- **0800-0900 Registration/Networking – Myer Auditorium, building 6000**
- **0900-0915 Administrative Remarks**
- **0915-0945 MG Crawford – Opening Remarks**
- **0945-1005 Mr. Kenyata Wesley – DoD OSBP Acting Director**
- **1005-1015 Ms. Nancy Small – AMC OSBP Assistant Director**
- **1015-1030 Break**
- **1030-1115 CECOM/C4ISR Pilot Mentor Protégé Program (MPP) Overview,
Ms. Pamela Monroe - DA MPP Program Manager
Mr. Richard L. Harris, Jr - CECOM/C4ISR MPP Program
Administrator/ Support Contractor**
- **1115-1145 MPP Application Process/Invoicing
Ms. Deandria Cumberbatch - DA MPP Support Contractor**
- **1145-1215 MPP Lessons Learned & a Success Story**
- **1215-1300 Closing Remarks/Networking**



The Critical Link

MG Bruce T. Crawford

CECOM Commanding General







Kenyata L. Wesley

Acting Director/Deputy Director Technology and Innovation



<http://www.acq.osd.mil/osbp/>







Nancy D. Small

**Director, U.S. Army Materiel Command
Office of Small Business Programs**







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- **1015-1030** **Break**
- **1030-1115** **CECOM/C4ISR Pilot Mentor Protégé Program (MPP) Overview,**
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DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS

BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION



CECOM/C4ISR Pilot Mentor-Protégé Program Kickoff Meeting April 11, 2016

Pamela Monroe
Mentor-Protégé and Subcontracting Program Manager
Office of Small Business Programs
Office of the Secretary of The Army





Mission and Vision

Mission

- Advise the Secretary of the Army and the Army leadership on small business related matters.
- Spearhead innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.
- Leverage the use of minority serving educational institutions in support of Army Science and Technology Programs.

Vision

To be the premier advocacy organization committed to maximizing small business utilization in support of rapidly fielding a trained, ready, responsive and capable force that can prevent conflict, shape the environment and win the Nation's wars.



Secretary of the Army on Small Business



“A critical component of our industrial base is formed by our small business partners, whose contributions drive innovation in the production of goods and services the Army uses. The Army has a strong record of small business partnership that consistently exceeds goals within the Department of Defense.”

Former U.S. Secretary of the Army John McHugh Letter to Small Business Administrator, Karen Mills





Mentor Protégé Program



- The Mentor-Protégé Program initiated in 1991 as a way to foster small business and improve technology transfer between Department of defense and industry.
- The MPP remains in the pilot program category therefore, must be authorized in a National Defense Authorization Act every few years.
- The Department of Defense is seeking a 10 year extension of its small business mentoring program in an effort to help small enterprises compete for defense contracts.
- The Department of Army has 16 active agreements as of Oct, 1.



Mentor Protégé Program Agenda



- Background
- Program Intent
- Regulations & Instructions
- Program Eligibility
- Program Benefits
- Types of Agreements
- Corporate Infrastructure Activities
- Technology Transfer Activities



Mentor Protégé Program Agenda



- Army Requirements
- Evaluation Criteria
- Costs
- How to Apply
- Program Status
- Current Focus Areas
- Lessons Learned
- Conclusion



Mentor Protégé Program Background



- Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts



Mentor Protégé Program Program Intent



- Furnish technical and business assistance to eligible protégé firms
- Enhance their capabilities to satisfy DoD and other contract and subcontract requirements
- Increase the overall participation of protégé firms to perform as prime contractors, subcontractors and suppliers under DoD, other Federal agency, and commercial contracts
- Foster the establishment of long-term business relationships
- Demonstrating benefits to the Warfighter through technology transfer



Mentor Protégé Program Regulations & Instructions



- **DFARS Appendix I: Regulations governing DoD Mentor-Protégé Program**
- **DFARS Subpart 219.71 - Pilot Mentor-Protégé Program**
- **Army Mentor-Protégé Program Policy and Guidelines**
- **Army Mentor-Protégé Proposal Instructions FY2016**



Mentor Protégé Program Regulations & Instructions



- Mentors may have multiple protégé's while participating in the DoD MPP
- Protégé's may only have one (1) active DoD MP agreement at a time
- Protégé's may participate in other Federal agency MP Programs, while a DoD protégé, but may not duplicate assistance



Mentor-Protégé Program

Mentor Eligibility



- Large Business
Must have approved subcontracting plan with DoD or other Federal Agency
- Small Business*
- Graduated 8(a)*
Must have prime contract with DoD or other Federal Agency and exhibit subcontracting history

*Must obtain waiver from DoD Small Business Office



Mentor-Protégé Program

Protégé Eligibility



- Certified and Self Certified Small Disadvantaged Business
- Qualified organizations employing the severely disabled
- Women-Owned Small Business
- Indian-Owned Small Business
- Native Hawaiian Organization-Owned Small Business
- Qualified HUBZone Small Business
- Service-Disabled Veteran-Owned Small Business



Mentor-Protégé Program

Protégé Eligibility (cont'd)



- Be eligible for award of Federal contracts
- A small business according to the Small Business Administration (SBA) size standard for the North American Industry Classification System (NAICS) code that represents the contemplated supplies of services to be provided by the protégé firm



Mentor-Protégé Program

Mentor Benefits



- Long-term relationship with business partner
- Qualified source at competitive prices
- Ability to award subcontracts directly
- Help achieve subcontracting goals
- Subcontracting opportunities



Mentor-Protégé Program

Protégé Benefits



- Technology Transfer
- Technical Management Skills
- Long-term Relationship
- Enhanced Competitiveness
- Subcontracting Opportunities
- Prime Contracting Opportunities



Mentor-Protégé Program Benefits to DoD



- Transition innovative technologies into established Defense Acquisition programs
- Resolve operational challenges and other critical national security requirements and with DoD agencies
- Train and develop capabilities of protégé
- Provide developmental infrastructure enhancements



Mentor-Protégé Program

Types of Agreements



Credit Agreements (CAs)- Allows mentor to receive credit against their small business subcontracting goals, under **eligible categories**, for costs incurred in providing development assistance to a protégé. CAs are approved and managed by Defense Contract Management Agency (DCMA) and generally consist of corporate infrastructure enhancements/training.

Multiplier used for unreimbursed incurred costs in the following manner:

- 4x the costs incurred for Historically Black Colleges & University/Minority Institution (HBCU/MI) or PTAC/SBDC
- 3x the costs incurred for labor activity
- 2x the costs incurred for incidental items

(i.e., if protégé is WOSB and mentor incurs \$50,000 in labor costs, mentor may take \$150,000 credit against WOSB subcontracting goal)



Mentor-Protégé Program

Types of Agreements (cont'd)

Direct Reimbursement (DR) - Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé. Mentoring activities contain strong technical focus, with light infrastructure training.

Invoices submitted monthly against contract line item via Wide Area Work Flow (WAWF). DR agreements are approved and managed by the component agency.

Hybrid Agreement - Allows mentor to receive part credit for one (1) year, with reimbursement in option year(s). Approved and co-managed by component agency and DCMA.



Mentor-Protégé Program Corporate Infrastructure Activities



- DCAA Compliance
- Proposal Writing
- Contract Pricing
- GSA Schedules
- Contracts Management
- Cost Reimbursable, FFP, Time & Material
- Human Resources Hiring Practices and Retention Policies
- Strategic Planning
- Marketing/ Business Plans



Mentor-Protégé Program Technology Transfer Activities



- Technical Certifications (i.e., ISO, CMMI, AS9100, etc.)
- Professional Management Institution Certification
- Manufacturing Processes
- Product Development
- Software Development
- Construction
- Environmental Remediation/ UED
- Hazardous Waste Removal
- Innovative Communication Enhancement
- Anti-Terrorism & Threat Products/Services



Mentor-Protégé Program Army Requirements



- Application Process using specific evaluation criteria
- Stand alone contracts issued by Army Contracting Center-Redstone Arsenal, AL
- Non-Manufacturing Agreements <\$750,000 over the life of the agreement
- Manufacturing may be higher but cannot exceed \$1M per year, not to exceed \$3M over the life of the agreement
- Proposal Due Date for - **15 Feb & 15 Jun**

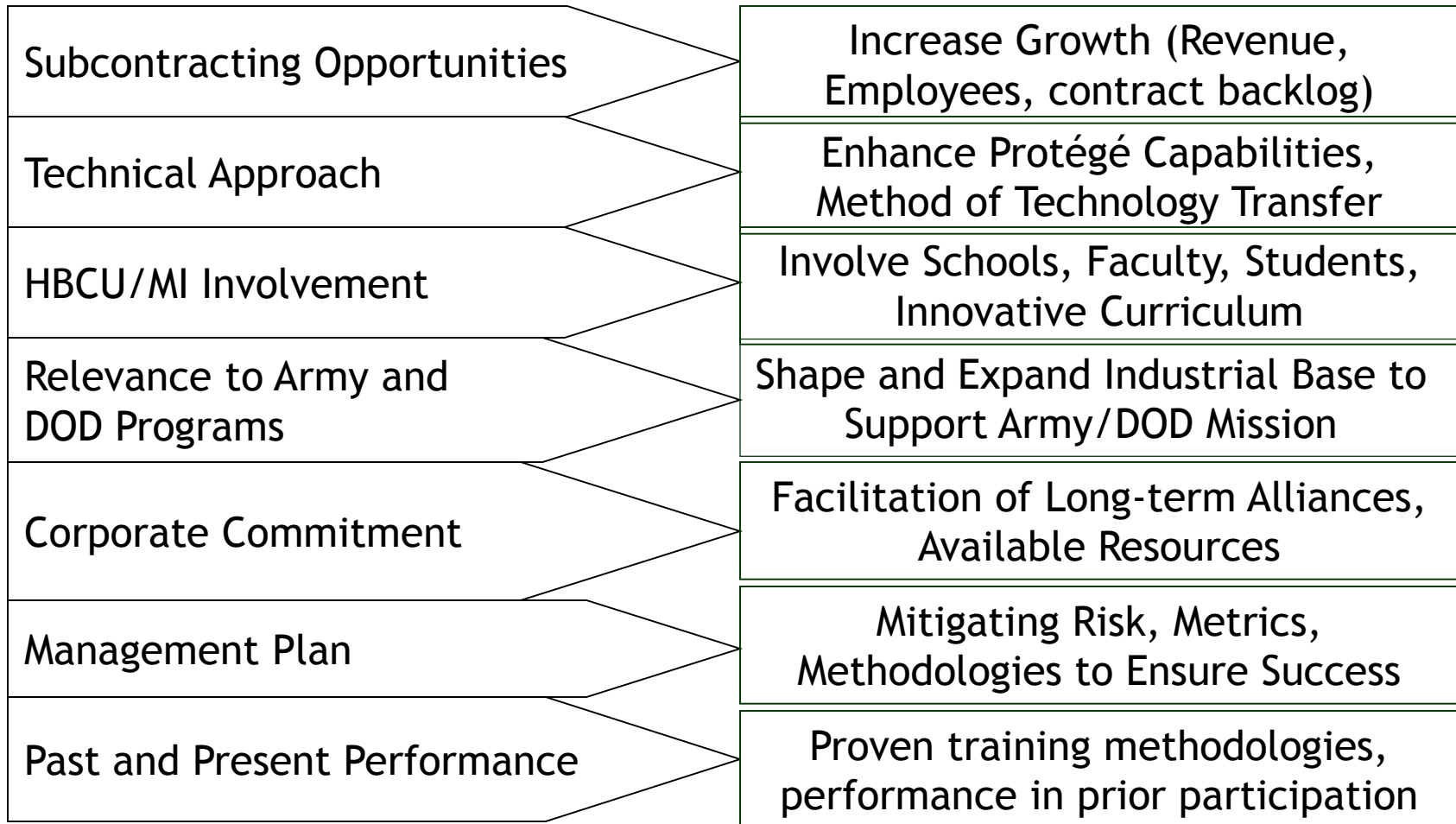


Mentor-Protégé Program Evaluation Criteria



Evaluation Criteria

Desired Outcome





Mentor-Protégé Program

Reimbursable Costs



- Labor costs from mentor personnel providing assistance under an active MP agreement/contract
- Subcontracts with HBCU/MI and/or Procurement Technical Assistant Centers (PTAC)/Small Business Development Centers (SBDC)
- Mentor travel as it pertains to protégé activity (i.e., training, approved conferences)
- Incidental items such as printing, postage, specialized certifications (other costs as approved by agency PM), protégé travel in relation to training activities



Mentor-Protégé Program Unallowable Costs



- Software
- Equipment
- Leases (rental facilities, equipment, furniture, etc.)
- Loans
- Training activities provided by entities other than mentor, HBCU/MI, PTACs, SBDCs unless approved by the component PM



Mentor Protégé Program

How to Apply



- Visit our website www.sellingtoarmy.com
- Click the “***For Small Businesses***” link and follow the “***Program***” link to the “***Mentor-Protégé Program***” to view Army Mentor-Protégé Program Policies & Procedures Guidelines and Army FY15 Proposal Instructions
- Click the “***Business Development Center***” box to retrieve required templates for proposal submission
- Upload your proposal to the Army MP Portal



Mentor-Protégé Program Program Status



Number of Mentor-Protégé Agreements

- 16 Active Agreements
- 14 Mentors (three mentors have 2 protégés)
- 8 new contracts pending evaluation

Protégé Statistics*

- 12 - Small Disadvantaged Businesses
- 5 - Woman-Owned Small Businesses
- 9 - Service Disabled Veteran-Owned Small Business
- 2 - HUB Zone Small Businesses
- 10 - 8(a)
- 0 - Alaskan Native; Hawaiian; Tribally-owned Native American

FY 2016 Proposal Due Dates

- Reimbursable Proposals due - **15 Feb & 15 Jun**
- Hybrid Proposals - year-round open window
- Proposal evaluation/award time frame is approximately 5 months from submittal

**Various protégés qualify under more than one category*



Army Mentor-Protégé Program

FY 2016 Active Agreements



	MP Team								
	Mentor	Protégé	Training Institute/ HBCU	Contract Admin	Endorsing Agency	Contract #	Start Date	End Date	Funding Type
1	AGEISS, Inc. - 004	IDEALS, Inc.	New Mexico State University, Las Cruces	ACC	Installation Management	W9113M-15-C-0007	09/30/15	09/29/18	Hybrid
2	ASM Research Group	Zolon Technology	Morehouse College	ACC	Chief of Staff - G1	W9113M-14-C-0034	07/29/14	07/28/16	Reimbursable
3	ASM Research Group - 005	Infinity Technology	Morehouse College	ACC	TBD	W9113M-14-C-0029	09/29/15	09/28/18	Reimbursable
4	BAE Corp. - 006	IndataTech	George Mason University	ACC	US Army Corp of Engineers	W9113M-15-C-0018	10/01/15	09/30/18	Credit
5	Calibre Systems	Yorktown Systems	Alabama A&M University	ACC	National Training Center G4 (Ft. Irwin)	W9113M-14-C-0033	09/29/14	09/28/17	Reimbursable
6	Cardno	ASCI	Florida International University	ACC	Army CoE - BRAC/FUDS Chief	W9113M-15-C-0021	07/07/15	07/06/18	Reimbursable
7	HP Enterprises (Hybrid)	Unified Business Technologies, Inc.	Bethune Cookman University	ACC	ACC - Warren, MI Dept	W9113M-15-C-0009	12/01/14	11/30/17	Reimbursable
8	HP Enterprises - 007	Creative Solutions Consulting, Inc.	Morehouse College	ACC	DLA	W9113M-15-C-0020	10/01/15	09/30/18	Reimbursable
9	L-3 National Security Services	Cyber Security Solutions, Inc. (CSSI)	Morgan State University	ACC	Chief Information Office-G6	W9113M-14-C-0012	04/07/14	04/06/17	Reimbursable
10	Leidos (formerly SAIC)	One Stop Environmental, LLC	University of Tennessee, Center for Industrial	ACC	COE - St. Louis District	W9113M-14-C0013	04/07/14	04/06/17	Reimbursable
11	Lockheed Martin	TIME Systems, Inc.	George Mason University	ACC	US Army Corp of Engineers	W9113M-15-C-0003	09/11/15	09/10/16	Reimbursable
12	Planned Systems Int'l	MicroHealth	Morgan State University	ACC	DLA-Troop Support	W9113M-13-C-0041	08/01/13	07/31/16	Reimbursable
13	SAIC	RLM Communications, Inc.	Florida State University	ACC	Army Signal Center of Excellence and Fort	W9113M-15-C-0019	07/01/15	06/30/18	Hybrid
14	Skyline Unlimited	Pro-Tek Sphere, LLC	Huston-Tillotson University	ACC	Walter Reed Army Inst of Research	W9113M-13-C-0037	08/01/13	07/31/16	Reimbursable
15	System Studies & Simulation (S3) - 008	ICP Systems	Oakwood University	ACC	Air Combat	W9113M-15-C-0034	10/01/15	09/30/18	Reimbursable
16	Tec-Masters, Inc. - 009	Certified Technical Experts	Alabama State University	ACC	Missile Defense Command	W9113M-15-C-0028	10/01/15	09/30/18	Reimbursable



Mentor Protégé Program

Current Focus Areas



- Manufacturing - major systems, components, etc.
- Cyber Security
- Base Realignment and Closure (BRAC)/MILCON Transformation
- Going Green - Design/Build Construction
- Environmental Remediation/Sustainability
- Force protection capabilities for soldiers
- Improved IED detection devices
- Chemical re-engineering/biometrics
- Energy recycling processes
- Next Generation Training Environments



Mentor Protégé Program Lessons Learned



Impediments to success:

- Subcontracting expectations unrealized
- Poor communication and weak commitment between Mentor and Protégé
- Remote geographic location
- Conflicting goals, lack of program integration
- Inordinate expense to Protégé
- There are unreimbursed costs for both the mentor and the protégé



Mentor Protégé Program Lessons Learned



Contributors to Success:

- Compatibility of Mentor and Protégé
- Strong Management Focus
- Periodic reviews/modifications of agreement, as needed
- Assistance aligned with Protégé's strategic vision
- Commitment by both parties to the agreement
- Technology transfer provides potential subcontracting opportunities for the protégé



Mentor Protégé Program

What is New



- The Memorandum of Agreement (MOA) between OSD (AT&L) Department of Defense Office of Small Business Programs (DoD OSBP) and Department of Army, Office of Small Business Programs (DA OSBP) is to support the implementation and administration of a Pilot Mentor-Protégé Program (MPP) at Army Material Command (AMC) Major Subordinate Commands (MSC), Communications Electronics Command (CECOM) and Army contracting Command Orlando Program Executive Office for Simulation, Training and Instrumentation (PEO STRI).



Mentor Protégé Program Nunn-Perry Awards



In 1995, the prestigious Nunn-Perry Award was first bestowed by the DoD office of Small Business Programs (OSBP) to recognize outstanding Mentor-Protégé teams formed under the auspices of the MPP programs. The award is named in of former U.S. Senator Sam Nunn for his vision and insight in sponsoring legislation to create and fund the DoD MP Program and in honor of former Secretary of Defense, Dr. William Perry for his commitment to its implementation.



Mentor Protégé Program Nunn-Perry Awards



Army Nunn-Perry Awardees for the past 5 years

2010

Mentor: Computer Sciences Corporation

Protégé: Occam Solutions, Inc.

Mentoring Assistance Provided by: Morgan State University (HBCU)

2011

Mentor: ASM Research, Inc.

Protégé: Networking & Engineering Technologies, Inc.

Mentoring Assistance Provided by: Morehouse College (HBCU)

2012

Mentor: DynCorp International, LLC

Protégé: CSTI

Mentoring Assistance Provided by: Morehouse College and Morgan State University(HBCU)



Mentor Protégé Program Nunn-Perry Awards



Army Nunn-Perry Awardees continued

2013

Mentor: Jacobs Engineering Group, Inc.

Protégé: TANTARA Corpo

Mentoring Assistance Provided by: Florida International University (MI)

2014

Mentor: Leidos

Protégé: Minerva Engineering

Mentoring Assistance Provided by: University of Columbia Community College and Winston-Salem State University (HBCU's)

2015

Mentor: Jacobs Engineering Group, Inc.

Protégé: Northwind Engineering

Mentoring Assistance Provided by: Tennessee State University and University of Texas at San Antonio



Mentor-Protégé Program Conclusion



*“The Army’s Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the **war fighter!**”*





Mentor Protégé Program Points of Contact



Army Mentor-Protégé Program

- Pamela Monroe, Program Manager
- Email: pamela.l.monroe8.civ@mail.mil
- Deandria Cumberbatch, Program Manager,
Contractor Support
- Email: Deandria.Cumberbatch.ctr@mail.mil

Please visit our website
www.sellingtoarmy.com
or call us at (703) 697-2868



DCMA

ACQUISITION INSIGHT  GLOBAL ENGAGEMENT

Memorandum Of Understanding (MOU) Briefing

Presented By:
Angela A Dokes
DCMA Mentor Protégé Division

May 2015

- **MOU process is used to reflect DCMA's commitment to the success of your agreement.**
- **MOU is used to ensure all parties understand the various reporting requirements under MP Agreement.**
- **The MOU is DCMA's initial approach to communication and answer any questions that you may have so your agreement is on track from the very beginning.**

Semi-Annual Report (SAR)

- DFARS Appendix I-112.2
- Form web link -
http://www.acq.osd.mil/osbp/Mentor_protege/downloads/Mentor-Protege%20Semiannual%20Report-rev2%20200809.xls
- Distribution NLT April 30th and October 31st
- Copy DCMA PM on vouchers
- We ask for copies of any subcontract proposal
- Copy of Training Certificates
- Timely, accurate and complete
- SAR Helpful Hints



DCMA ANNUAL REVIEW (AR)

•DFARS Appendix I-113

- DCMA PM conducts to report the progress and accomplishments under MPA
- Must verify data reported on SARs
- Must provide input whether costs reimbursed were reasonably incurred
- Must provide input if Mentor AND Protégé accurately reported:
 - Employee Growth
 - Annual Gross Revenues
 - DOD/Other Federal Awards

•AR required upon the anniversary of the MPA start date

•AR Request begin with Mentor/Protégé Questionnaires

•Support data is requested on the questionnaires

- Typical Mentor Support data – vouchers/certifications (if not already provided)



- Typical Protégé Support Data – Return on Investment (ROI) from AR Questionnaire
 - HR list of employees
 - Spreadsheet identifying all categories of DoD/Other Federal Prime/Sub-contract awards.
 - Entire Contract number including the Task Order/Delivery Order # (if applicable) that funded the effort. (money obligations w/LOA)
 - NOT IDIQ Contract awards w/Estimated/Proposed award value
 - Contract # with modification # if mod increase (option exercised)
 - Purchase order # or subcontract award #
 - Date of Award
 - Amount of Award and Awarding agency

- **Risk Ratings – Low, Medium and High – LOW is the GOAL – It is simple!**
 - **Meet the milestones as approved at award or modified and approved PRIOR to being late.**
 - DCMA PM required to issue CAP if we notice late milestone.
 - **All SAR's – accurate, complete and timely - If not CAP requested also**
 - **Be able to support your ROI/Sec I of SAR**
 - **Meet the expectations of the MP Agreement as awarded or approved via CR thereafter.**

Electronic Subcontracting Reporting System (eSRS)

- **DFARS Appendix I-112.1**
- **Website; <http://esrs.gov>**





The Critical Link

CECOM/C4ISR Mentor- Protégé Program (MPP) Pilot

Mr. Rick Harris, Program Administrator
Support Contractor

11 April 2016





Background

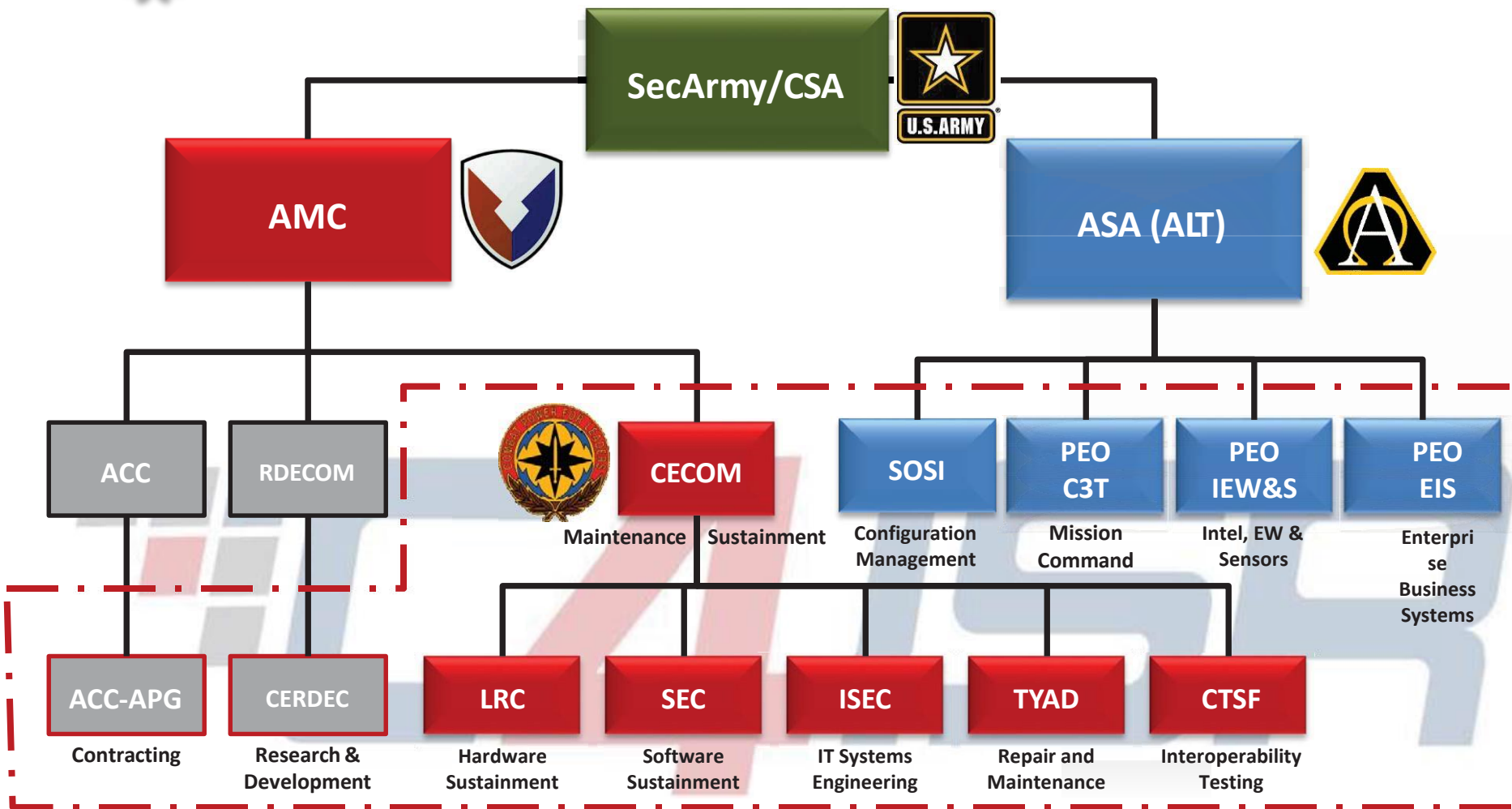
- ☐ Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts
- ☐ CECOM/C4ISR Pilot Mentor Protégé Program implemented in FY16 to enhance the CECOM/C4ISR Industrial Base

“A critical component of our industrial base is formed by our small business partners, whose contributions drive innovation in the production of goods and services the Army uses. The Army has a strong record of small business partnership that consistently exceeds goals within the Department of Defense.” - U.S. Secretary of the Army John McHugh





How CECOM Fits





CECOM/C4ISR Mission Areas

- Communications Security
- Configuration Management
- Depot-level Manufacture, Repair & Overhaul
- Enterprise Software Solutions
- Expeditionary Logistics
- Field-Level Sustainment and Maintenance
- Forward Maintenance Supply & Sustainment
- Information Assurance
- Inventory & Spares Acquisition
- Life-Cycle Software Solutions & Testing
- Manage Logistics Infrastructure
- Net-Centric Data Strategy
- Network Interoperability, Integration and Certification
- Rapid Response Capability
- Satellite Communications
- System of Systems Integration & Engineering
- Total Package Fielding & New Equipment Training
- Worldwide Software Field Support



MPP Agreements

- Key Focus areas include:
 - Cyber Security
 - Software Assurance initiatives
 - Innovative ideas on Integration
 - Enterprise License opportunities
- Agreements shall clearly outline the technical assistance or technology transfer that contributes to the Department's mission, industrial base priorities, and value to the warfighter
- A protégé firm may have only one active reimbursable MPP agreement at a time



CECOM MPP Way Ahead

- Host and attend Outreach Events/Follow-up with industry partners that express interest in the MPP
- CECOM OSBP SB Kiosk is one of the teaming tools for potential mentors and protégés
- CECOM OSBP intends to execute MPP agreements over two separate approval cycles; agreements approved by DA and funded by DoD
 - Round 1 proposals must be received by 15 Feb 2016
 - Round 2 proposals must be received by 15 Jun 2016
- Acquisition Process
 - Execute Firm Fixed Price (FFP) contracts
 - Terms may vary from one to three years
 - MPA type and funding will vary based on awards



Contact Us

Ms. Andrea Armstrong
Assistant Director, CECOM OSBP

Ms. Stacey Gaddis
Mentor-Protégé Program - Program Manager
Stacey.P.Gaddis.Civ@Mail.Mil
443-861-4373

Mr. Richard L Harris, Jr
Mentor-Protégé Administrator
TSCM Security Services— Support Contractor
richard.l.harris65.ctr@mail.mil
443-861-7773

CECOM Office of Small Business Programs
6001 Combat Drive
Aberdeen Proving Ground, MD 21005
<https://osbp.apg.army.mil/>







DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION



2016 Mentor-Protégé Program Proposal Submission and Invoicing

Deandria Cumberbatch
Mentor Protégé Program Manager, Support Contractor
New Concepts Management Solutions
703-693-6172
Office of Small Business Programs
Office of the Secretary of The Army

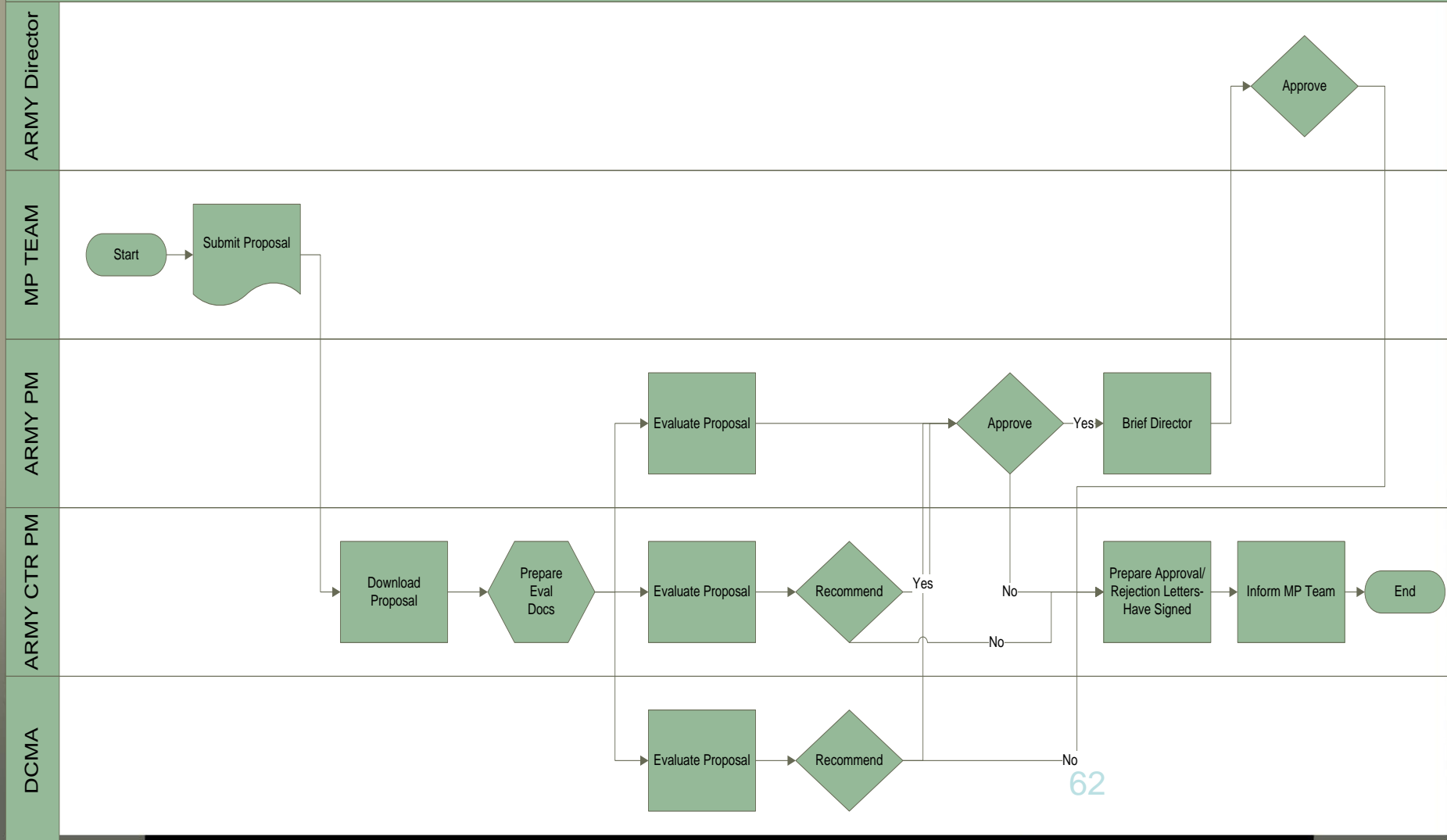




Mentor Protégé Program Proposal Intake Process



MP Program Proposal Intake Lifecycle



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Mentor Protégé Program Invoice Procedure



- Invoices submitted through Wide Area Work Flow (WAWF)
- Invoice submission should include supporting document (i.e., labor report, % of completion status, etc.)



Mentor Protégé Program Invoice Procedure



- **WAWF data:**

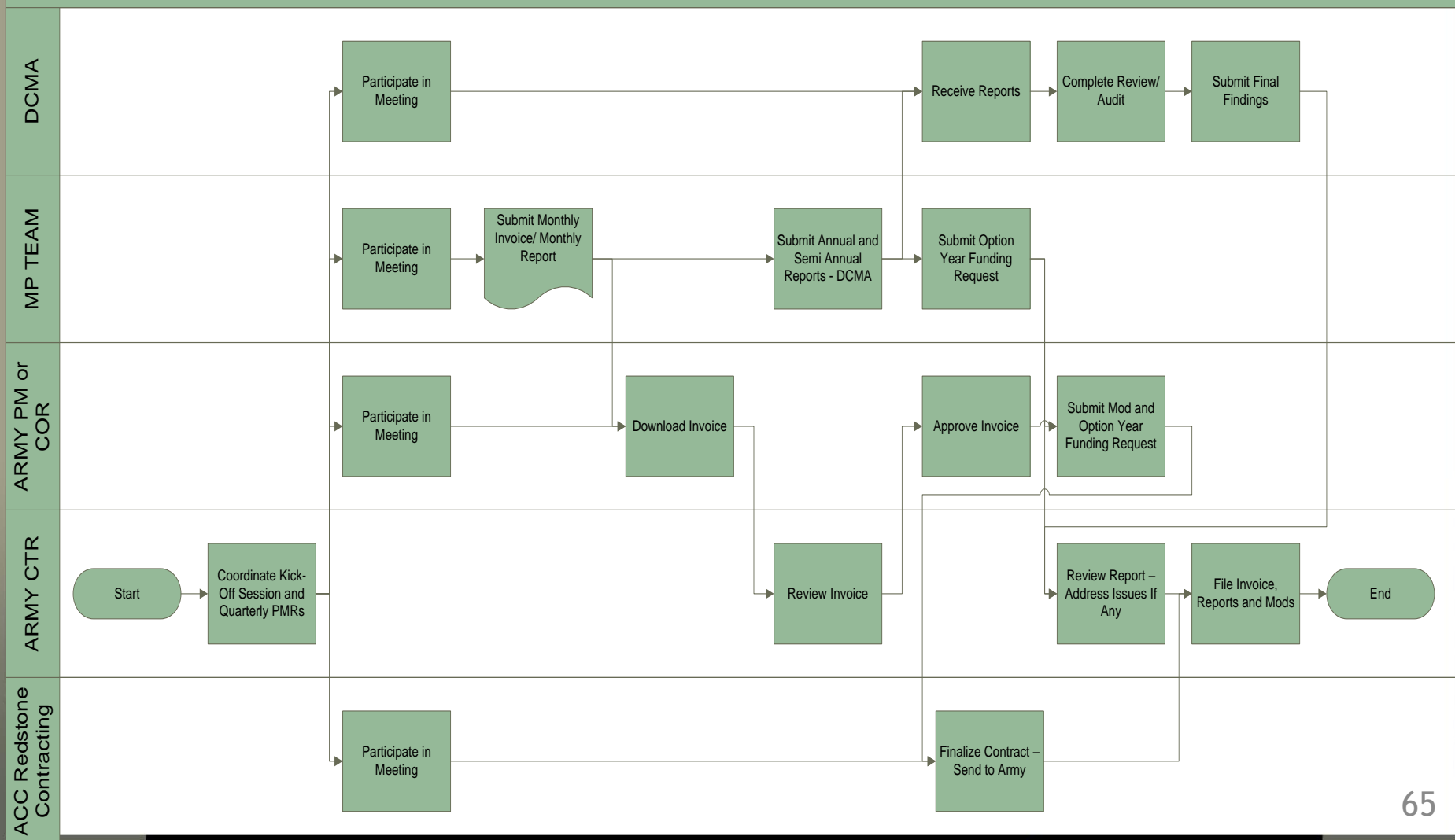
➤ Issue by DODAAC:	W9113M
➤ Admin by DODAAC:	S2404A
➤ Inspect by DODAAC:	W81NL5
➤ Accept by DODAAC:	W81NL5
➤ Ship to DODAAC:	W81NL5
➤ Payment by DODAAC:	TBD



Mentor Protégé Program

Invoicing and Agreement Management Lifecycle

MP Program Agreement/Contract Management Lifecycle





Mentor Protégé Program Point of Contact



**Department of Army - OSBP
Mentor-Protégé Program
(703) 697-2868**

**Please visit our website
www.sellingtoarmy.com**

**Pamela Monroe - pamela.l.monroe8.civ@mail.mil
703-695-3220**

**Deandria Cumberbatch - deandria.cumberbatch.ctr@mail.mil
703-693-6172**



Mentor Protégé Program Points of Contact



US Army Space & Missile Defense Command (SMDC)

▶ **Kim Gillies, Contracting Officer**
(256) 955-5875

Kim.L.Gillies.civ@mail.mil

▶ **George Kosut, Contract Specialist**
(256) 955-5897

George.C.Kosut.civ@mail.mil





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CACI – ACI Mentor Protégé Overview: Highlights and Keys to Success



Gary Winkler and Wayne Pizer
April 11, 2016



CACI
EVER VIGILANT

INFORMATION DEPLOYED. SOLUTIONS ADVANCED. MISSIONS ACCOMPLISHED.

Agreement Overview

- **Three-year agreement ... funded at \$750 K**
- **Start Date: April 7, 2014**
- **Completion Date: April 6, 2017**
- **Goals of Agreement:**
 - Enhance ACI's business and technical capabilities
 - Serve the needs of the Army (both Mentor and Protégé)
 - Win the Nunn-Perry Award
- **Government Deliverables:**
 - Weekly Meeting Minutes
 - Quarterly Mentor-Protégé Status Reports
 - Semi-Annual Mentor-Protégé Reports

Mentoring Activities

- **Mentor-Protégé Team Kick-off Meeting**
- **Annual Strategic Planning Session**
- **Executive Sponsorship Program**
- **System Integration and Engineering Processes: ISO 9001-2008 Registration**
- **Executive Education/Leadership Training**
- **Army/DoD Marketing and Call Plan**
- **Joint Marketing**
- **PMP Training and Testing**
- **SkillSoft Training**
- **Business Resource Library**
- **Capture and Proposal Management Training**
- **Peer-to-Peer Mentoring**
- **BI/CI Research Training**
- **Ethics Training**
- **Contract Management Support**
- **Staff Management and Retention Process and Strategies**

Major Highlights

- ACI has subcontracted over \$3 million on 4 CACI Programs. Agreement has already exceeded 3-year commitment of \$2.5 mil for entire agreement!
- ACI was awarded GSA Schedule 70 in 2014
- ACI won their first prime contract in 2015
- ACI started OCONUS performance through CACI contract in 2015
- ACI completed ISO 9001:2008 Certification in 2015
- ACI completed with their ISO 27001 certification in 2016
- ACI won Fantastic 50 Award by Virginia Chamber of Commerce in 2016
- ACI's customer knowledge helped CACI win over \$600M in prime contracts
- ACI has experienced a 480% (10 to 48 employees) growth in the number of employees since program inception April 7, 2014 through February 9, 2016

Mentor-Protégé - Keys to Success

- **Top-Level Commitment and teamwork**
- **Open and Honest Communications**
- **Well-established protégé selection criteria**
- **Previous successful working relationship with Protégé Firm**
- **Established contracts at Agency**
- **Joint BD and Operations Support and Commitment**
- **Complementary skills**
- **Agreement supports the mission of the agency**
- **Managed Expectations: Success doesn't happen overnight!**

Measurements of Success

- **Increased Revenue: Growth for both Protégé and Mentor Firm ... both prime and sub opportunities**
- **Increased profitability**
- **Awards and Recognition: Nunn-Perry Award and other Industry Awards for Protégé**
- **Successful completion of Milestone Activities in agreement**
- **Penetration into new market space**
- **Increased protégé employee count and payroll that helps community growth, economic growth, and public services**



The Critical Link

Closing Remarks

